REGION/ DIVISION SALES REPS AND RETAIL REPS WEEKLY and QUARTERLY REVIEW

SALES REPS (# Reps)	1622 (10 REPS)	1623 (9 reps)	1626 (9 reps)	1636 (9 REPS)	1638(7 reps)	REGION
W/E 11/03/95						
Calls Made	326	354	403	305	265	1653
Order Books	3974	2002	6714	5103	7053	24846
Prebooks	11610	5233	1997	3379	1689	23908
Total Sales	15584	7235	8711	8482	8742	48754
Avg. ctns sold/call	48	20	22	28	33	29
QUARTER THRU						
11/3/95						
Calls Made	1630	1788	2006	1547	1283	8254
Order Books	21638	8312	23748	22977	32681	109356
Prebooks	56380	25096	49933	11203	8255	150867
Total Sales	78018	33408	73681	34180	40936	260223
Avg. ctns sold/call	48	19	37	22	32	32
RETAIL REPS (# Reps)	1622 (10 REPS)	1623 (11 REPS)	1626(8 REPS)	1636 (9 Reps)	1638 (11 reps)	16xx
W/E 11/03/95						
Calls Made	332	339	262	295	370	1598
Order Books	4848	3399	618	490	4960	14315
Avg. ctns sold/call	15	10	2	2	13	9
QUARTER THRU						
11/3/95						
Calls Made	1594	1564	1311	1109	1601	7179
Order Books	13712	10823	1809	2902	12139	41385
Avg. ctns sold/call	9	7	1	3	8	6

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SYRACUSE DIVISION SALES REPS AND RETAIL REPS WEEKLY and QUARTERLY REVIEW

SALES REPS	Sheft	Wallon	Plourde	McLean	Beard	Eckardt	Carey	Coslett	Page	Steele	1622
W/E 11/03/95											
Calls Made	43	40	45	35	26	2	42	40	36	17	326
Order Books	596	472	396	586	278	0	792	97	672	85	3974
Prebooks	1076	468	107	3271	589	1479	952	2144	1234	290	11610
Total Sales	1672	940	503	3857	867	1479	1744	2241	1906	375	15584
Avg. ctns sold/call	39	24	11	110	33	740	42	56	53	22	48
Quarterly thru											
11/3/95											
Calls Made	169	172	210	183	177	76	198	197	193	55	1630
Order Books	1926	842	1137	2620	6317	0	4373	695	3291	437	21638
Prebooks	4802	2842	517	13325	7867	9627	3642	7487	5877	394	56380
Total Sales	6728	3684	1654	15945	14184	9627	8015	8182	9168	831	78018
Avg. ctns sold/call	40	21	8	87	80	127	40	42	48	15	48
RETAIL REPS	Moreck	Volweiller	Mulrain	Guilfoyle	Spring	D.Plourde	Economides	Austin	Johnson	Saracena	1622
w/e 11/03/95											
Calls Made	35	39	29	23	32	30	44	27	33	40	332
Order Books	121	330	454	0	632	20	250	0	1684	1357	4848
Avg. ctns sold/call	3	8	16	0	20	1	6	0	51	34	15
Quarter thru											
11/3/95											
Calls Made	193	204	157	23	163	174	191	134	176	179	1594
Order Books	561	1196	1289	0	2252	40	574	92	4655	3053	13712
Avg. ctns sold/call	3	6	8	0	14	0	3	1	26	17	9
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ALBANY DIVISION SALES REPS AND RETAIL REPS WEEKLY and QUARTERLY REVIEW

SALES REPS	Salerno	Whyte	Close	Bain	Tisinger	Haskin	Huntoon	Howard	Orlando			1623
w/e 11/03/95												Total
Calls Made	48	36	34	40	40	44	41	22	49			354
Order Books	185	244	452	42	66	150	414	11	438			2002
Prebooks	1422	463	455	232	360	235	1442	345	279			5233
Total Sales	1607	707	907	274	426	385	1856	356	717			7235
Avg. ctns sold/call	33	20	27	7	11	9	45	16	15			20
Quarter Thru												
11/3/95												
Calls Made	212	189	208	174	224	197	209	164	211			1788
Order Books	951	682	1944	408	564	949	1463	230	1121			8312
Prebooks	5545	1970	2228	1384	3936	1478	6255	1235	1065			25096
Total Sales	6496	2652	4172	1792	4500	2427	7718	1465	*2186*			33408
Avg. ctns sold/call	31	14	20	10	20	12	37	9	10			19
RETAIL REPS	Schwartz	Riley	Monterastelli	Moore-Natalini	Acquilla	Comeskey	Scales	Beal	Severino	Ostrowski	Mosali	1623
11/3/95												
Calls Made	35	37	28	35	34	36	22	37	33	15	27	339
Order Books	380	103	220	158	188	1805	217	169	159	0	0	3399
Avg. ctns sold/call	11	3	8	5	6	50	10	5	5	0	0	10
Quarter Thru												
11/3/95												
Calls Made	213	198	172	135	154	179	102	102	174	24	111	1564
Order Books	390	238	571	238	188	7472	744	744	226	1	11	10823
Avg. ctns sold/call	2	1	3	2	1	42	9	7	1	0	0	7

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